

OESP News



Oil & Energy Service Professionals

August 2022 Issue

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The 2022 Eastern Energy Expo Returns Strong

With more than 3,000 attendees, 230 exhibitors and 19 trucks on display, the 2022 Eastern Energy Expo was an incredible success. The convention and trade show resulted in countless accolades and benefits for attendees, exhibitors and sponsors.

Three industry leaders - the Atlantic Region Energy Expo (AREE), the National Association of Oil & Energy Service Professionals (OESP) and the Pennsylvania Petroleum Association (PPA) - joined forces for another powerful annual conference as the show returned in person for the first time in three years. The event again provided a forum that brought all segments of the petroleum marketing industry together to network and learn. Heating fuel marketers, motor fuel distributors and HVAC and oil service professionals reunited for this wonderful event.

The show featured more than 65 business programs across three tracks (Technical, Business, Motor Fuels/C-Store) and included nearly 42 new exhibiting companies offering products and services for the energy and home comfort industry.

The EEE would not be successful without the enormous sponsorship support it receives. Thank you to all of those OESP members who assisted with the association's booth and to the 2022 sponsors:

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(continued on page 6)

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Message from the President

By Scott Vadino

Welcome to the August issue of *The OESP News*. I hope you are enjoying some much-needed rest and relaxation, getting refreshed and preparing for the busy heating season.

We are pleased to provide you with a recap of the Eastern Energy Expo that took place in May. It was truly an event to remember as we gathered in person with 3,000 of our friends, colleagues and associates in the energy industry. The results are in, and I am pleased to report that the feedback was extremely positive.

Exhibitor traffic was excellent and, of course, happy sponsors make for a great show.

That said, there is always room for improvement and the EEE committee looks forward to incorporating suggestions for an even better show as we move to Atlantic City in May, 2023.

Because of this conference, as well as strong fiscal management, OESP's financials continue to be solid. The Eastern Energy Expo is a very important part of OESP.

Please read on for a look at the OESP industry awards and Dave Nelsen Scholarship recipients. Thank you to all those who worked to make them happen. And, of course, thank

you to our Dave Nelsen Scholarship sponsors. We appreciate your continued support.

Whether you are a manufacturer, a service manager or a technician, OESP's mission is education; we provide exceptional opportunities for education at all levels. The value of your membership comes from participating in the 20-22 monthly meetings offered throughout the region. The training and networking are invaluable to your job and remain important reasons for your membership.

That's why so many of us dedicate ourselves to the membership recruitment effort. While it requires time, energy and passion, we all benefit from a thriving association. Please join us in our efforts as often as possible.

This year's Oilheat Retreat will be held in Peabody, Mass, just a few minutes outside Salem, from September 29-October 2, with the board meeting scheduled for Saturday, October 1 at 10 a.m. I urge you to attend, get involved and make an even bigger impact in OESP.

Thank you for continuing to empower me to lead the charge. There are so many great things happening with OESP and I am thankful to be a part of it.



Welcome New Corporate Member: TSS Associates, Inc.

TSS Associates, Inc. is a manufacturer's rep agency providing three levels of service. Training: TSS provides high-quality education and training, ensuring the success of new and innovative products. Sales: TSS ensures customers have in-depth knowledge about the products they sell. They strive to keep their customers educated on the features and benefits of their product lines such as Bosch, Thermo Pride & Beckett. Service: TSS focuses on both pre-and post-sale services. They ensure customers are applying products properly as well as providing all technical assistance. With over 65+ years of knowledge combined, Steve, Rich, and their entire team of sales reps, technical support & customer care, provide a 360° service in an ever-changing industry.



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Update on Membership

By George Fantacone

Allow me to begin by thanking the membership chairs from each chapter who continue to monitor dues payments and follow up with prospective members, ensuring that our numbers stay strong.

OESP needs your help to continue to build our organization. Please invite a friend, colleague or co-worker to a chapter meeting near you. Potential members are welcome to join us at a chapter meeting for **FREE**. Please RVSP to your chapter if you plan on bringing a possible new member.

Each month there are opportunities for training and networking. As we plan for the fall, we will continue to show you that OESP membership is enormously valuable.

And now, new members can take advantage of our “nearly

2-for-1" membership offer. Join now and you'll be fully paid through the end of 2023. That's one full heating season plus nearly an entire second season for one price. Don't delay; spread the word!



Membership recruitment is truly the lifeblood of our organization and the Membership Committee needs your help to make our campaigns successful. Our team of dedicated professionals, representing all of the local chapters, is happy to lend time and energy to membership campaigns and many other membership initiatives. Please join us in our recruitment efforts as often as possible.

Thank you for working together to ensure our industry remains healthy and vibrant, as we prepare for a full schedule of meetings and events in 2022-23.

Corporate Members

OESP thanks our Corporate Members for their support.

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The system includes AF and AFG model burners, PowerLight® igniters, Delavan® nozzles, TigerLoop® oil de-aerators, and GeniSys® controllers. All while delivering unmatched efficiency, ease-of-installation with diagnostic and programming capabilities featuring our myTechnician® mobile smartphone application.

The newest addition to the system is the GeniSys® 7565, a true B100-ready controller of the future designed for today's technician, engineered to improve the efficiency of troubleshooting and the ease of programming.

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 - 2023 HVAC season
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Lock in 2022 membership pricing now!

Get the remainder of 2022 and all of 2023 for one low price!

Training sessions in the OESP local chapters are happening now!

You won't want to miss out!

Join today at thinkoesp.org

OESP 2022 Dave Nelsen Scholarships

The winners of the 2022 Dave Nelsen Scholarships were announced at the EEE Conference. This scholarship was established in 1999 as a meaningful way to remember and recognize the commitment to education made by OESP member **Dave Nelsen**. The scholarship is awarded to students who are currently or planning to attend a technical college or trade school with plans to pursue a career in the oil and energy industry.

"We are extremely proud of the 2022 Dave Nelsen Scholarship recipients," OESP President **Scott Vadino** said. "These individuals are the best of the best applicants and we are confident that they will continue the legacy of Dave Nelsen."

"We are very thankful to our corporate, association and OESP chapter sponsors, who, along with OESP, co-sponsor the scholarships each year," Vadino added.

The 2022 Dave Nelsen Scholarship winners with OESP Vice President Angel Gonzalez are pictured below:



*Pictured left to right: **Brian Rankin**, **James Quinn**, **Riley Fitzsimmons**, **Christopher Duarte**, **Cole Holt** and **Angel Gonzalez**, chair of OESP Scholarship committee.*

- **Riley Fitzsimmons** – Attends Entech and resides in Colchester, CT. This scholarship was co-sponsored by Carlin/Hydrolevel and the New Haven OESP Chapter.
- **James Quinn** – Attends Entech and resides in Gayles Ferry, CT. This scholarship was co-sponsored by R.W. Beckett.
- **Brian Rankin** – Attends Entech and resides in Ivoryton, CT. This scholarship was sponsored by Pompetti Oil.
- **Cole Holt** – Attends Entech and resides in Rocky Hill, CT. This scholarship was sponsored by the South Central Pennsylvania Energy Association.
- **Christopher Duarte** – Attends the New York City College of Technology and resides in Bronx, NY. This scholarship was co-sponsored by the Mid Atlantic OESP Chapter.

Pete Gonzalez was awarded this year's Dan Holohan Grant. The award was created for an instructor at either an HVAC college or technical high school who wants to continue education or purchase tools or books for their classroom.



OESP Awards Members for National Leadership

Six OESP members and one manufacturer were recognized for their leadership during an awards dinner at the EEE conference. **Scott Vadino** presented the Executive Board award to **Justin Romano**, recognizing him for his commitment to OESP in leading several chapters and introducing new and innovative ideas to increase membership.



The group then recognized the prestigious industry award winners.

"OESP has the tremendous benefit of countless volunteers who are committed to advancing the association, as well as the industry," said **Bob Daros** of Heritage Fuel & Propane

The 2022 Eastern Energy Expo Returns Strong (cont'd)

in Croton Falls, NY, who chaired the OESP awards committee. "These individuals represent the best in our industry this year, and it is our privilege to bestow these national awards for their excellence and dedication."

The 2022 award winners are pictured right:

- Lifetime Achievement Award: **George McQueeney**
- Instructor of the Year: **Jeff Rozga**
- Manufacturer of the Year: **Testo** accepted by **Andy Kuczkuda** and **Jim Pritchard**
- Lou Ehrich Memorial Associate of the Year Award: **John Manning**
- Ralph Adams Memorial Service Manager of the Year: **Rick Hatch**
- Hugh W. McKee Memorial Award: **Pete Gonzalez**

The presenters all gave heartfelt and entertaining introductions as the recipients received their awards. It was a fabulous evening!

OESP Announces Executive Board

Congratulations to the 2022-24 Executive Board which was proudly sworn in at the 2022 Eastern Energy Expo.



Pictured left to right: Andy Kuczkuda and Jim Pritchard on behalf of Testo, George McQueeney, John Manning, Rick Hatch, Jeff Rozga and Pete Gonzalez.



Pictured left to right: Paul Cuprewich, Treasurer; Scott Vadino, President; Dave Westerfield, Vice President; Bob O'Brien, Vice President; Angel Gonzalez, Vice President; Steve Schwanger, Secretary; George Fantacone, Vice President.



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Thank you to our dedicated photographers around OESP for sending in these fantastic chapter updates! Please remember to give us the names of the people in your photos!

CT Valley

The June CT Valley meeting was the final meeting of the season. Fourteen members and guests enjoyed speakers **Robert Kievit** and **Zach Fulds** of Certified Financial Services, who gave a presentation on financial planning with an eye on minimizing tax implications. For more information regarding the CT Valley Chapter please visit ct-valley.thinkoesp.org.



Poconos

The Poconos chapter held its monthly meeting last month at the Pocono Pub in Stroudsburg, PA. President **Sal Furino** called the meeting to order with 23 in attendance.

Sal introduced **Scott Vadino**, OESP National President, who recounted the exciting details of the successful 2022 Eastern Energy Expo at Mohegan Sun. Scott was also the speaker for the night and presented a review on servicing mini-split systems.

For more information on the Poconos Chapter, please visit poconos.thinkoesp.org.



Bucks Mont & Delaware Valley

In June, the Bucks Mont and Delaware Valley Chapters joined together with the Montco PHCC chapter for a meeting at American Legion Post 10 in Fort Washington, Pa.

Montco PHCC President **Matt Chandler** opened the meeting with 50 attending. Speakers included:

- **Kate Duffey**, President Delaware Valley Oil Heating Fuel Merchants
- **Scott Vadino**, OESP National President

Chandler then introduced the main speaker, **Jeff Thompson**, Vice President of dealer-based products for APR Supply Company, and co-chair of the HVAC add on & replacement counsel for HARDI. He talked about regulatory reviews, including:

- 2023 Regulatory efficiency changes including new M1 testing procedures
- AIM Act
- 2025 refrigerant change
- Additional future regulatory issues including: the electrification/decarbonization initiatives, non-condensing gas furnaces, and disposable refrigerant cylinder ban.

The Chapters would like to thank Keystone Sales & Associates and APR Supply for all the great door prizes, and would also like to thank **Chef Ernie Pio**, Street Food, Hatboro, Pa, for catering a delicious dinner. Everyone was well fed!



- **Jay Moser**, Bucks Mont OESP President
- **Ed Peter**, Delaware Valley OESP President
- **Mike McGraw**, Executive Director, PA PHCC



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10 am BOD Meeting

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1 pm Education Committee meeting

2 - 6:30 pm On your own

6:30 pm Dinner for BOD and guests

9 pm Hospitality room available

SUNDAY, OCTOBER 2, 2022

Breakfast on your own and departure

Register Now at www.ThinkOESP.org

Message from the Executive Director

By Lisa Strug

The Oilheating season will be upon us before we know it. OESP's local chapters are gearing up for the year, planning meetings and events to maximize your membership. Everyone at OESP HQ is in full preparation mode for a busy fall.

This year's Oilheat Retreat will be held in Peabody, Mass, just a few minutes outside Salem, from September 29-October 2. We expect a great turnout as we get ready for one of the best events of the year. If you haven't signed up yet, please do so. The hotel room block expires on September 9.

These long summer days are the ideal time to think about your chapter and how you can help it grow in the coming year.

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a fall meeting. It is more important than ever to continue to build our great association and educate the next generation. New members can join now and get the remainder of 2022 and all of 2023 included in one price!

OESP is always looking for new members interested in making a difference in their career and the association. Networking opportunities are the ideal way in which we can all grow. Everyone wants to work with people they know, so get involved in your local chapter and experience the difference it will make for you.

When OESP wins, everybody wins! Please contact headquarters or your local chapter president to learn how you can make a bigger difference.

This summer, we are thrilled that the list of our corporate members continues to grow. We welcome

TSS Associates to our corporate member family this year. You can read a bit about the company in this newsletter. I also urge you to visit their website to find out more and patronize them along with the rest of our loyal corporate members.



Corporate support is vital to our success and I hope that you will welcome new corporate sponsors with open arms.

By now, you have seen plenty from our great and generous advertisers. **Taco, R.W. Beckett, Suntec Industries, Carlin/Hyrdolevel, General Filters, Wohler, Sid Harvey, Roth, Weil-McLain, Energy Kinetics and F.W. Webb.** Their ads are featured in this issue, as part of strategic annual marketing packages. Your company could be in the next issue – contact us to find out how.

On behalf of **Jonathan Jaffe, Meredith Levy, Andrea Klimkowski** and the rest of the OESP management team, it continues to be a pleasure to serve you. We look forward to seeing you in Peabody!

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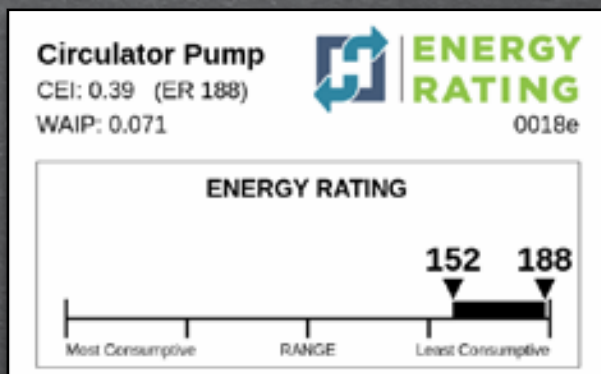


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